

ATTACHMENT II



# TRUCKSTOPS of AMERICA

4800 EAST 49th STREET \* CLEVELAND, OHIO 44125

February 19, 1988

Jim Piscitelli  
R. J. Reynolds Company  
28251 Lorain Road  
North Olmstead, OH 44070

RE: MERCHANDISING PROGRAM

Dear Mr. Piscitelli:

The preliminary testing has been accomplished and I now have approval to move forward on changing over all Truckstops to the R. J. Reynolds Cigarette Merchandising Program. This letter is authorization for your representatives to meet with the General Managers at all Truckstops. The program implementation should be completed by the end of March.

I have outlined the parameters of the program below.

## PROGRAM BACKGROUND

R. J. Reynolds is Truckstops of America's primary cigarette merchandising vendor. This means that TA will do most of its major merchandising of cigarettes, (carton racks, overhead racks, permanent displays, generic displays), with R. J. Reynolds.

There will be some supplemental merchandising (other counter top displays) that will be used by your competitors. This will be controlled from the Cleveland Office and will be initiated from there.

## PROGRAM BASIS

Attached is the original copy of your recommendations for the merchandising needs in the truckstops. I would like this survey to be the basis for which your representatives visit each unit and discuss the program with each General Manager.

It is important to know that I am not blessing this program as it is written. Since this survey was done, there have been some changes in floor plans and some remodeling has been done. That is why it is necessary for your people to work with our General Managers to maximize the merchandising pieces put in for effectiveness.

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#### PROGRAM BASIS (Cont'd)

There will be a minimum of one (1) carton and one (1) pack merchandiser per truckstop that has been authorized by the Division Managers. The TA logo is required wherever an overhead or carton merchandiser is placed.

#### PROGRAM LATITUDE

For your information, I have attached the memo sent to the General Managers letting them know that your representatives will contact them to set up their truckstops. Please make sure your people get a copy of this memo to avoid any misunderstandings. It is their letter of authorization. An appointment will be necessary to see all General Managers. Attached is an updated listing of General Managers.

As stated, the Division Managers have authorized a carton and pack rack per location. This of course will depend upon space and size limitations. Some General Managers may want to reduce the size of the carton racks for security reasons. Some may want more merchandisers or merchandisers where there were none identified in your survey. Again, it is important for your representatives to work with each General Manager to make the whole program work.

Your representatives should not place merchandisers where they are not wanted. They should also not place unapproved merchandisers. In addition, there should be no other signage (pole mounts, floor mounts, ground mounts, clocks, posters, banners, etc.) that are allowed.

#### PROGRAM START

When you receive this letter, you may start your people in motion to change over and upgrade the merchandising program. At the end of the implementation, I will need a recap of all of the merchandisers, displays, etc., that were placed in each of the truckstops, and where they were placed. In addition, I will need a plan-o-gram for each carton rack that was installed so that I can contact the other cigarette manufacturers to collect merchandising money.

With the recap, please indicate how much money is available for each truckstop on a quarterly basis. This money should be funneled to me in Cleveland so that I can credit the appropriate truckstop and profit center.

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#### PROGRAM MAINTENANCE

Once the program gets underway, there are several reports that I will need on an on-going basis. These include:

- ° A quarterly recap of all merchandising monies available from each stop by profit center. This will be needed to disperse the allowance monies to the truckstops by profit center.
- ° Notification of any truckstops that are not complying with the merchandising program.
- ° A summary of all promotions that were run in the field that were not controlled by the Cleveland Office.
- ° An update of all other merchandising that has been placed at each stop from other manufacturers.

If there are any questions or problems you may have, please give me a call.

Thank you for your help and support.

Sincerely,



R. J. Ganem

RJG/cw

Encl.

cc: J. F. Murray  
A. A. Bagdasarian  
M. A. Page  
G. P. Ryan  
M. J. Todor  
I. W. Wagner  
B. W. West  
Division Managers  
General Managers  
Franchises

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## ATTACHMENT III

## TRUCKSTOPS OF AMERICA RECOMMENDATIONS

ADDRESS	LOCATION	PCD	PKG. MDS'G.	CTN. MDS'G.	DORAL PACKS	DORAL CTNS.	RJR YEARLY \$\$\$
Route 39 Harrisburg, Pa.	Restaurant	4L	OPM 6'	8' Flex	CCD	7 wide	2,726
Route 64 Lamar, Pa.	Restaurant	4L	OPM 6'	8' Flex	CCD	7 wide	2,726
I-85 & Hwy. 290 Duncan, S. C.	Restaurant Gas	- 4L	OPM 6' OPM 6'	12' Flex -	CCD -	7 wide -	3,538
4215 Thurman Road Conley, Georgia	Restaurant	4L	OPM 6'	-	-	-	2,726
	Store	-	OPM 6'	8' Flex	-	7 wide	
	Hotel	-	OPM 6'	-	CCD	-	
608 Lovell Road Knoxville, (concord) In.	Store	4L	OPM 6'	-	CCD	3 wide	984
I-95 & U.S. 17 Brunswick, Ga.	Restaurant	4L	OPM 8'	8' Flex	CCD	7 wide	2,726
Route 250 & Rt. 71 Ashland, Ohio	Restaurant	4L	OPM 6'	Leave current n/s/s plan	CCD	3 wide	1,104
	Gas	-	OPM 6'	-	-	-	
Turnpike & Route 7 North Lima, Ohio	Store	4L	OPM 6'	-	CCD	3 wide	984

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## TRUCKSTOPS OF AMERICA RECOMMENDATIONS

ADDRESS	LOCATION	PCD	PKG. MDS'G.	CTN. MDS'G.	DORAL PACKS	DORAL CTNS.	RJR YEARLY \$\$\$
I-40 & Highway 62 Santa Rosa, N. M.	Restaurant	4L	Standard	-	-	-	984
	Store	-	Standard	-	CCD	-	
	Gas	-	OPM 6'	Install n/s/s plan.	-	3 wide	
I-40 & Council Oklahoma City, Ok.	Restaurant	4L	OPM 6'	-	CCD	-	624
Hwy. 62 & I-40 Roland, Oklahoma	Restaurant	-	Standard	-	CCD	-	984
	Store	4L	OPM 6'	-	-	3 wide	
West Hwy. 66 Gallup, N. M.	Restaurant	4L	OPM 6'	8' Flex	CCD	7 wide	2,726
Motel Blvd. LasCruces, N. M.	Restaurant	-	OPM 6'	-	CCD	-	984
	Store	4L	OPM 6'	-	-	3 wide	
I-40 & Route 149 Earle, Ar.	Restaurant	4L	Standard	-	CCD	-	2,726
	Conv. Store	-	OPM 6'	8' Flex	-	7 wide	
111 First Street Nashville, Tn.	Restaurant	-	Standard	8' Flex	CCD	7 wide	2,174

TRUCKSTOPS OF AMERICA RECOMMENDATIONS

ADDRESS	LOCATION	PCD	PKG. MDS'G.	CTN. MDS'G.	DORAL PACKS	DORAL CTNS.	RJR YEARLY \$\$\$
Route 8 - RD #1 Harrisville, Pa.	Store	-	OPM 6'	-	CCD	3 wide	432
RD #4 Brookville, Pa.	Restaurant	4L	OPM 6'	-	-	3 wide	984
	Store	-	Standard	-	CCD	-	
Dallas Pike Valley Grove, W.V.	Restaurant	4L	OPM 6'	5 x 4 Flex	CCD	7 wide	3,538
I-280 & Libby Road Stoney Ridge	Store	4L	OPM 6'	-	-	3 wide	984
	Gas	-	OPM 6'	-	CCD		
I-71 & Route 36 Sunbury, Ohio	Restaurant	4L	OPM 6'	-	CCD	3 wide	984
	Gas	-	Standard	-	-	-	
2636 East Tipton Seymour, Indiana	Store	4L	OPM 6'	-	CCD	3 wide	984
I-70 & U.S. 127 Eaton, Ohio	Restaurant	4L	OPM 6'	-	CCD	3 wide	984
	Gas	-	Standard	-	-	-	

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## TRUCKSTOPS OF AMERICA RECOMMENDATIONS

ADDRESS	LOCATION	PCD	PKG. MDS'G.	CTN. MDS'G.	DORAL PACKS	DORAL CTNS.	RJR YEARLY SES
SR. 35 & I-71 Jeffersonville, Oh.	Restaurant	-	OPM 6'	-	CCD	-	1,104
	Store	4L	Standard	-	-	7 wide	
145 Richwood Road Walton, Ky.	Restaurant	4L	OPM 8'	14' Flex	CCD	on ctn. mdscr.	3,039
I-71 & I-76 Seville, Ohio	Restaurant	4L	OPM 8'	8' Flex	CCD	3 wide	2,606
1225 N. Dixie Monroe, Michigan	Store	4L	OPM 6'	-	-	-	984
	Gas	-	OPM 6'	-	CCD	3 wide	
I-95 & Route 54 Ashland, Va.	Restaurant	4L	Standard	-	CCD	-	2,726
	Store	-	OPM 6'	8' Flex	-	7 wide	
Highway 11 Troutville, Va.	Restaurant	4L	OPM 6'	-	CCD	-	
	Store	-	-	12' Flex	-	7 wide	
I-40 & Highway 62 Amarillo, Texas	Rest./Store	-	OPM 6'	8' Flex	CCD	-	2,726
	Gas	4L	Standard	-	-	7 wide	

TRUCKSTOPS OF AMERICA RECOMMENDATIONS

ADDRESS	LOCATION	PCD	PKG. MDS'G.	CTN. MDS'G.	DORAL PACKS	DORAL CTNS.	RJR YEARLY SES
2614 Big Town Mesquite, Tx.	Restaurant	4L	OPM 6'	-	CCD	3 wide	984
5800 Wheeler Road Arvin, Ca.	Rest./Store	-	Standard	8' Flex	-	7 wide	2,726
	Gas	-	OPM 6'	-	-	-	
	Conv. Store	4L	OPM 6'	-	-	-	
4325 Guasti Road Ontario, Ca.	Gas	4L	OPM 8'	-	CCD	3 wide	1,968
	Rest./Store	4L	Standard	-	CCD	3 wide	
2510 Burr Ave. Gary, In.	Restaurant	-	OPM 6'	-	CCD	-	3,538
	Store	-	Standard	12' Flex	-	-	
	Gas	-	OPM 4'	-	-	7 wide	
	Snack Bar	4L	Standard	-	-	-	
I-32-33 Effingham, Il.	Restaurant	4L	OPM 6'	-	CCD	-	1,104
	Store	-	OPM 8'	-	-	7 wide	
I-80 & Route 94 Columbia, N.J.	Store	4L	OPM 6'	-	CCD	-	624

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# ATTACHMENT IV

Truckstops of America  
4800 E. 49th Street - Moc II  
Cleveland, Ohio 44125  
(216)-271-8888  
(216)-271-8809

Rev. 1/27/88

## T/A ROSTER

### ALPHABETICAL LISTING

05	Truckstops of Amarillo P. O. Box 32488 Amarillo, TX 79120 (806) 335-1432 Physical Location: I-40 & FM 1912 Zip Code: 79111	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Acct. Coordinator:	Jerry Beaton Steve Kelso D. C. Nelson Allison McArtor Betty McCormick
01	Truckstops of Ashland P. O. Box 712 Ashland, VA 23005 (804) 798-6011 Physical Location: I-95 & Rt. 54, Ashland Exit	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Acct. Coordinator:	Lee McIntyre Frank McClure, Sr. Harry Wood Bill Chipman Myrtle Alexander
37	Truckstops of Atlanta 4215 Thurman Road Conley, GA 30027 (404) 361-0700 Physical Location: I-285 Exit 39 (1/2 mile S. on Highway 160)	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Motel Manager: Acct. Coordinator:	Bill Waterstreet James Forray Gary Abrahamian Steve Wach Leroy Wallace Don Henson
03	Truckstops of Brookville R. D. #5 Brookville, PA 15825 (814) 849-3051 Physical Location: I-80 & Rt. 36	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Acct. Coordinator:	Tom Moore Bob Resceski Dan Fraley Margie Wingard Kathy Shaffer
04	Truckstops of Brunswick P. O. Box 3287 Jekyll Island, GA 31520 (912) 264-5530 Physical Location: I-95 at US 17, Exit 6	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Dairy Queen Mgr: Acct. Coordinator:	Brad Kelly Frank Bassett Mike Webb Mike Webb Jackie Crum

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28	<p>Truckstops of Cincinnati South            145 Richwood Road            Walton, KY 41094            (606) 485-7761 4111            Physical Location: I-75/I-71            &amp; SR 338</p>	<p>General Manager:            Service/Fuel Mgr:            Store Manager:            Restaurant Mgr:            Acct. Coordinator:</p>	<p>Steve Furrow            Frank Conoscenti            Tim Baltes            Dan Berrones            Yvonne Smallwood</p>
18	<p>Truckstops of Concordia            Temporary Address -            P. O. Box 745            Concordia, MO 64020            (816) 463-2533            Physical Location: I-70 &amp; Rt. 23</p>	<p>General Manager:            Service/Fuel Mgr:            Store Manager:            Restaurant Mgr:            Acct. Coordinator:</p>	<p>Russ Nussbaum            Norm Hansen            Julie Henderson            Barb Leonard            Loretta Spruill</p>
06	<p>Truckstops of Columbia            P. O. Box 305            Columbia, NJ 07832            (201) 496-4124            Physical Location: I-80            at Rt. 94</p>	<p>General Manager:            Service/Fuel Mgr:            Store Manager:            Restaurant Mgr:            Acct. Coordinator:</p>	<p>Manuel Garcia            Frank Anderson            Richard Ezzo            Ken Runk            Bonnie Smith</p>
31	<p>Truckstops of Dallas            P. O. Box 227            Mesquite, TX 75149            (214) 681-1344            Physical Location: 2614 Big            Town Blvd., US 80 &amp; I-30</p>	<p>General Manager:            Service/Fuel Mgr:            Store Manager:            Restaurant Mgr:            Acct. Coordinator:</p>	<p>Jim O'Hara            Harley Townsend            Ed Hudson            Bill McKenna            Diane Beck</p>
11	<p>Truckstops of Dayton            P. O. Box 320            Eaton, OH 45320            (513) 456-5521            Physical Location: I-70 &amp;            SR 127</p>	<p>General Manager:            Service/Fuel Mgr:            Store Manager:            Restaurant Mgr:            Acct. Coordinator:</p>	<p>Tom Maren            Jim Reed            Sandy Beckett            Karen Hall            Oma (Skip) Stubblefield</p>
35	<p>Truckstops of Effingham            P. O. Box 1388            Effingham, IL 62401            (217) 347-7183            Physical Location: I-57/I-70            SR 32 &amp; 33, Exit 160</p>	<p>General Manager:            Service/Fuel Mgr:            Store Manager:            Restaurant Mgr:            Acct. Coordinator:</p>	<p>Richard Lance            Brad Chamberlain            Kay Noble            Joe Martin            Clara Miller</p>
39	<p>Truckstops of Fort Smith            P. O. Box 70            Roland, OK 74954            (918) 427-7411            Physical Location: I-40 at            Hwy. 64</p>	<p>General Manager:            Asst. Service/            Fuel Manager:            Restaurant Mgr:            Store Manager:            Acct. Coordinator:</p>	<p>Grady Corry            Mark Kemp            Mike Stamm            Open            Open</p>

08	Truckstops of Gallup P. O. Box W Gallup, NM 87301 (505) 863-6801 Physical Location: I-40 & Hwy. 66	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Acct. Coordinator:	Maggie Silva Dallas Giddens Phyllis Richardson K. Miller Phyllis Richardson
10	Truckstops of Gary P. O. Box 409 Griffith, IN 46319 (219) 845-3722 Physical Location: 2510 Burr St. Gary, IN 46404	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Acct. Coordinator:	Oscar Tomasio Ray Newton Lloyd Sanford Jody McGrain Sue Owen
12	Truckstops of Harrisburg P. O. Box 6222 Harrisburg, PA 17112 (717) 652-4556 Physical Location: I-81, Rt. 39, Manada Hill, Exit 27	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Acct. Coordinator:	Wayne Rennex Dave Simon Terry Waller Tom Broady Helen Keener
13	Truckstops of Knoxville 608 Lovell Road Knoxville, TN 37932-1999 (615) 966-6781 Physical Location: I-40 & I-75, Exit 374	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Acct. Coordinator:	Kietmar Kinzel Howard Valentine Bill Norman Gary Wood Diana Coles
14	Truckstops of Las Cruces P. O. Box 1600 Las Cruces, NM 88004 (505) 523-7427 Physical Location: I-10, Amador Exit	General Manager: Service Manager: Fuel Manager: Store Manager: Restaurant Mgr: Acct. Coordinator:	Jim Craig Lynn Updagrove Wayne LeBlanc Richard Tegmeyer Tom Hurt
15	Truckstops of Lodi P. O. Box 125 Seville, OH 44273 (216) 769-2053 Physical Location: I-71 & I-76 on Rt. 224	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Acct. Coordinator:	Allan Buhite Bill Brown Sandy Bryan Duane MacAlush Debbie Massie

34	Truckstops of Nashville P. O. Box 60387 Nashville, TN 37206 (615) 244-3682 Physical Location: I-65, James Robertson Pkwy, Exit 85 111 North First Street, Nashville, TN 37213	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Burger King Mgr: Acct. Coordinator:	Danny Frazier Brian Niedlinger Patricia King Karen Baskerville Jackie Tamez Open
19	Truckstops of North Lima P. O. Box 157 North Lima, OH 44452 (216) 549-2119 Physical Location: I-76 & OH Turnpike, Exit 16, Rt. 7	General Manager: Store Supervisor: Restaurant Mgr: Acct. Coordinator:	Dan Gruszka Mona Bixler Pat Bibbo Cynthia Scheetz
36	Truckstops of Oklahoma City 801 South Council Road Oklahoma City, OK 73128 (405) 787-7411 Physical Location: I-40 at Council Road	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Burger King Mgr: Acct. Coordinator:	J. Tierney John McGary Sandy Ritter Cindy Cospier Steve Greokin Open
26	Truckstops of Ontario 4325 Guasti Road Ontario, CA 91762 (714) 391-1411 Physical Location: I-10 & Milliken Avenue	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Burger King Mgr: Acct. Coordinator:	Lance Davis Robert Berenyi Marie VanBuskick John Griffith Carol Wojtowicz Debbie Barnes
21	Truckstops of Roanoke P. O. Box 305 Troutville, VA 24175 (703) 992-3100 Physical Location: I-81 & US 220 (Exit 44)	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Burger King Mgr: Acct. Coordinator:	Gail Jasper Vince Westhoven Norma Cash David Ballance Hampton Kier Dolly Campbell
23	Truckstops of Santa Rosa P. O. Box 372 Santa Rosa, NM 88435 (505) 472-3432 Physical Location: Intersection of I-40 & US 66, 54 & 84	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Office Supervisor:	Carlos Kincer Ed Shepard Tonie Chavez Nola Barela Veronica Tapia

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25	Truckstops of Spartanburg P. O. Box 1 Duncan, SC 29334 (803) 439-4411 Physical Location: I-85 & South Carolina Route 290	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Dairy Queen Mgr: Acct. Coordinator:	Al Dame Roy Offhaus Angie Casey Barbara Reaves Roy Offhaus Connie Lackey
27	Truckstops of Stony Ridge P. O. Box 207 Stony Ridge, OH 43463 (419) 837-5392 Physical Location: I-80, at Exit 5 of OH Turnpike (also I-280 and SR 420)	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Acct. Coordinator:	Abbey Johnson David Green Greg Frary Open Shirley Adams
33	Truckstops of West Memphis Route #1 Earle, AR 72331 (501) 657-2105 Physical Location: I-40 & SR 149 at Earle Exit 260	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Acct. Coordinator:	Ferd Hammack Randy Black Sue Scott Charlene Hardin Martha Fuller
32	Truckstops of Wheeling P. O. Box 8 Valley Grove, WV 26060 (304) 547-1521 Physical Location: I-70 at Dallas Pike, Exit 11	General Manager: Service Manager: Fuel Manager: Restaurant Mgr:	Barb Lemasters Charles Davis Tom Davis Curt Naumann
38	Truckstops of Wheeler Ridge 5800 Wheeler Ridge Road Arvin, CA 93203 (805) 858-2804 Physical Location: I-5 at Lake Isabella (Northbound) and Laval Road (Southbound) (Bakersfield)	General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Burger King Mgr:	Soli Woods Ralph Bulzoni Della Johnson Sally Warix Diana Coles

# SOHIO/BORON TRUCK STOPS

67	<p>Boron Stop 8 P. O. Box 333B Harrisville, PA 16038 (814) 786-7988 Physical Location: I-80 &amp; SR 8</p>	<p>General Manager: Service Manager: Fuel Manager: Store Manager: Restaurant Mgr:</p>	<p>Bob Durant Garth Christy Harry Fairlamb Karen Duncan Jim Foran</p>
61	<p>Sohio Stop 35 P. O. Box 68 Jeffersonville, OH 43128 (614) 948-2315 Physical Location: I-71 &amp; US 35</p>	<p>General Manager: Service/Fuel Mgr: Store Supervisor: Restaurant Mgr: Acct. Coordinator:</p>	<p>Frank McClure, Jr. Mike Crabtree Bill Michael Mack Rice Joan Butcher</p>
64	<p>Sohio Stop 36 P. O. Box 357 Sunbury, OH 43074 (614) 965-4044 Physical Location: I-71 &amp; SR 36</p>	<p>General Manager: Fuel Manager: Restaurant Mgr: Acct. Coordinator:</p>	<p>Harry Hossler Pat McClure Open Nancy Coffey</p>
65	<p>Boron Stop 50 2636 E. Tipton Street Seymour, IN 47274 (812) 522-6622 Physical Location: I-65 &amp; SR 50</p>	<p>General Manager: Service/Fuel Mgr: Store Manager: Restaurant Mgr: Acct. Coordinator:</p>	<p>Lonnie Leedy Virgil Schulte Sharon Wilson Gayle Peden Sue Murphy</p>
68	<p>Boron Stop 64 P. O. Box 278 Lamar, PA 16848 (717) 726-4996 Physical Location: I-80 &amp; SR 64</p>	<p>General Manager: Service Manager: Fuel Manager: Store Manager: Restaurant Mgr: Acct. Coordinator:</p>	<p>Mickey Raco Ray Holland <i>Roland</i> Gary Gates Debbie Bickle Louise Foust Gary Gates</p>

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# SCOT LOCATIONS

50	Scot Truck Stop 1310 North 7th Street West Memphis, AR 72301 (501) 732-3840 Physical Location: I-40/I-55 & 7th Street	General Manager: Acct. Coordinator:	Michelle Coleman
51	Scot Truck Stop 184 Old Richwood Road Walton, KY 41094 (606) 485-4087 Physical Location: I-75/I-71 & SR 338	General Manager: Acct. Coordinator:	Roger Lister Joyce Smith
52	Scot Truck Stop 391 Bell Hill Road Elkton, MD 21921 (301) 398-7373 Physical Location: I-95 & SR 279	Dealer:	Frank Speciale
53	Scot Truck Stop 2215 S. Ashboro Street Greensboro, NC 27406 (919) 273-5854 Physical Location: I-85/I-40 & SR 421	General Manager:	Ralph Clark
54	Scot Truck Stop P. O. Box 54 Sterling, PA 18463 (717) 689-7350 Physical Location: I-84 & SR 191	General Manager:	Dave Raco

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69     Boron Stop 75  
       1255 N. Dixie Highway  
       Monroe, MI 48161  
       (313) 242-1133  
       Physical Location: I-75 &  
       SR 50

General Manager:	Bill Sybrandt
Fuel/Store Mgr:	Bob Fleeman
Restaurant Mgr:	Mike Frostell
Acct. Coordinator:	Open

63     Sohio Stop 250  
       715 US 250 East  
       Ashland, OH 44805  
       (419) 289-6420  
       Physical Location: I-71 &  
       US 250

General Manager:	Ron Snyder
Service/Fuel Mgr:	Jerry Chumley
Store Supervisor:	Teresa Zappy
Restaurant Mgr:	Marian Schondel
Acct. Coordinator:	Julie Hecker

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ATTACHMENT V

TRUCKSTOP MERCHANDISERS

RJR Division # \_\_\_\_\_

Truckstop Name \_\_\_\_\_

GM Signature \_\_\_\_\_

Installation Date \_\_\_\_\_

Once the RJR representative has completed the installation of the merchandising program, please fill out this survey and return to me by March 31, 1988.

Identify each merchandiser installed by profit center. If a carton rack was installed, identify how many cartons can fit on the rack (#rows).

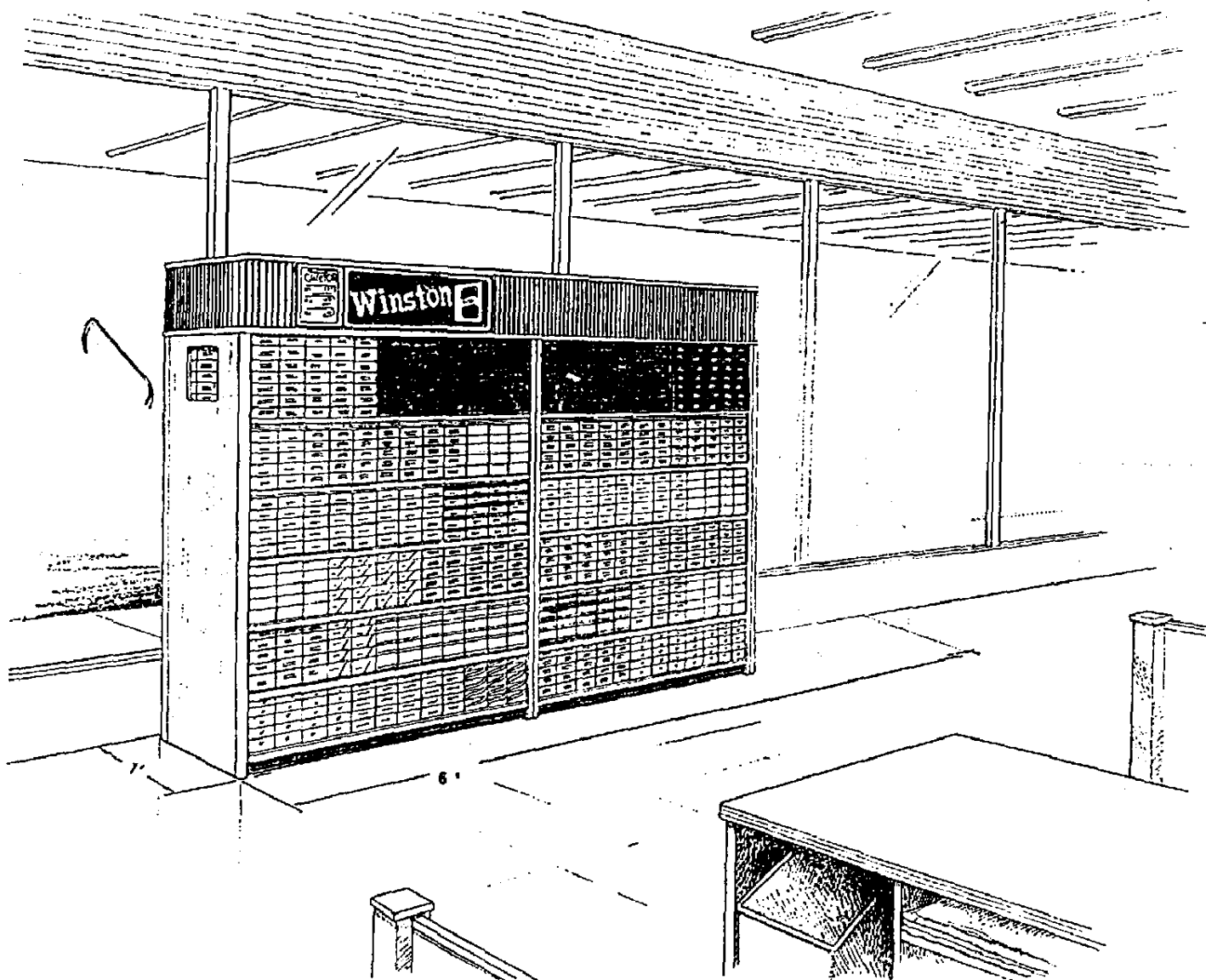
Profit Center	(PCD) Counter Display		(1) Carton Rack		(CCD) Generic Display		Overhead Rack		(2) Savings Center	
	YES	NO	YES	NO	YES	NO	YES	NO	YES	NO
Restaurant	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
			#rows	_____						
Gen'l. Store	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
			#rows	_____						
Gas/ Diesel Area	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
			#rows	_____						
Snack Bar	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
			#rows	_____						
Hotel	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
			#rows	_____						
_____	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
			#rows	_____						
_____	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
			#rows	_____						
_____	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
			#rows	_____						

(1) - Diagram of merchandiser (size, type) MUST be drawn on back and number of rows by company.

(2) - Indicate 3 or 7-wide

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6' Cigarette Carton Fixture, Window/Wall Location Self-Service 6'x1'



TRUCKSTOPS OF AMERICA

Plan-O-Gram 6' Cigarette Carton Fixture

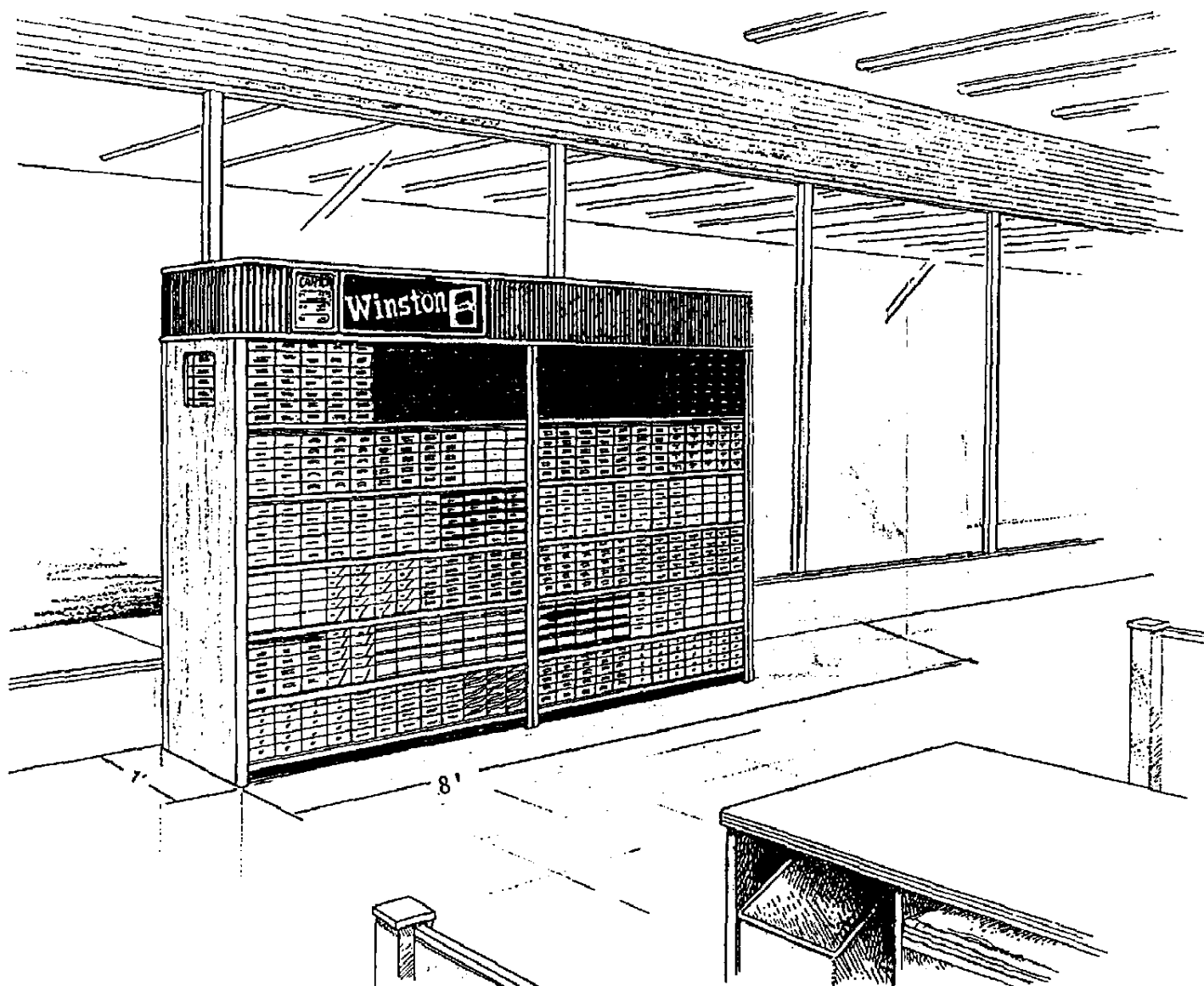


	9 ROWS		9 ROWS	
7 High	RJR		RJR	
5 High	RJR		RJR	
5 High	P.Mor. 3	B&W 6	B&W	
5 High	P.Mor. 4	PL 5	P.Lor.	
5 High	P.Mor.		ATC	
5 High	P.Mor.		P.Mor.	

Company	Rows	Payment/Mo.
RJR	36	\$ 93.60
P.Mor.	34	- 0 -
B&W	15	36.00
P.Lor.	14	50.00
ATC	9	- 0 -
L&M	0	- 0 -
	108	\$ 179.60
Total Payment Per Year		\$2,155.20
RJR PLAN - -		C-36

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8' Cigarette Carton Fixture, Window/Wall Location Self-Service 8'x1'



TRUCKSTOPS OF AMERICA

Plan-O-Gram 8' Cigarette Carton Fixture

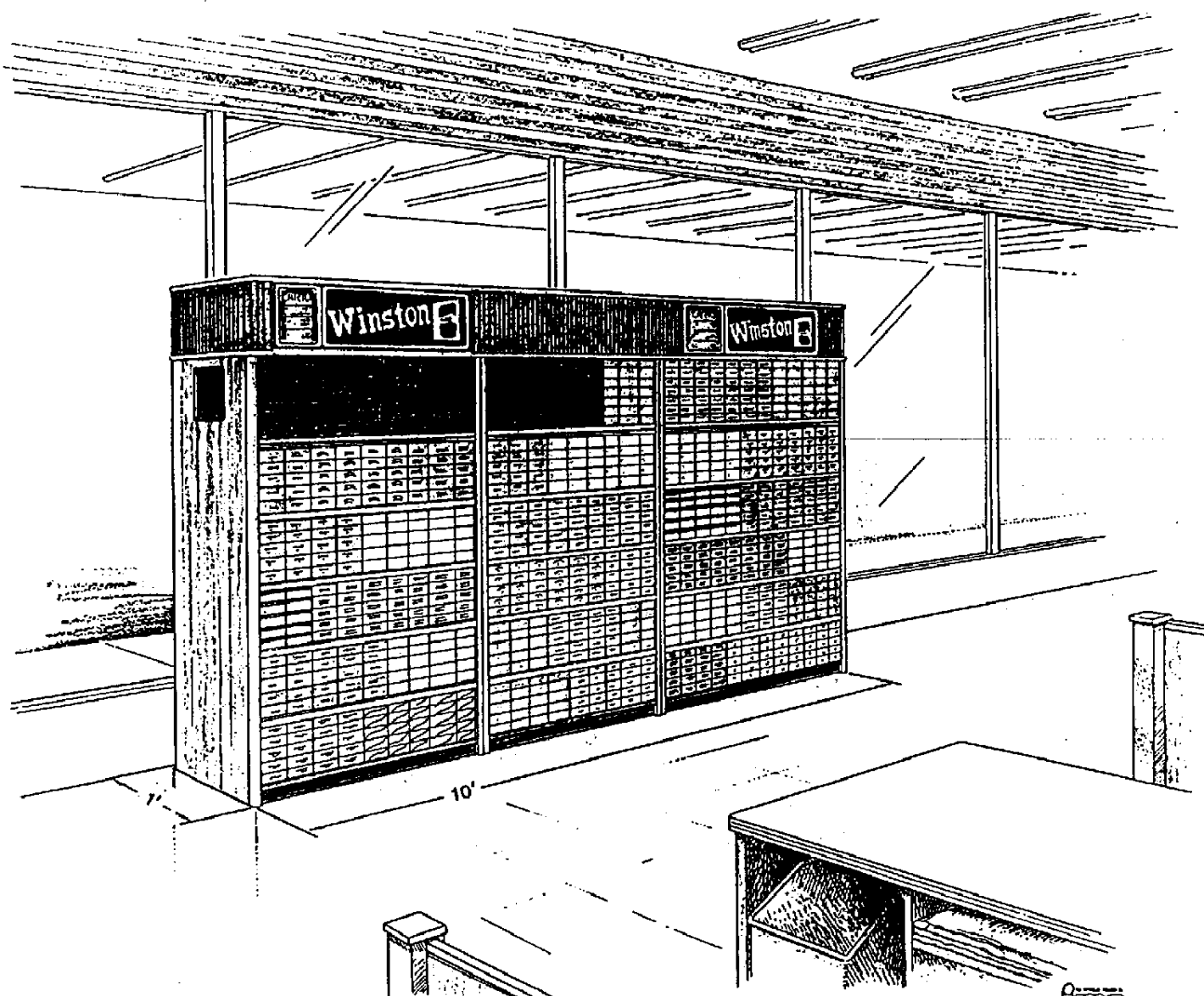


	13 ROWS		13 ROWS	
7 High	RJR		RJR	
5 High	RJR		RJR	
5 High	P.Mor. 8	B&W 5	B&W	
5 High	P.Mor. 8	PL 5	P.Lor.	
5 High	P.Mor. 9	ATC 4	ATC	
5 High	P.Mor.		P.Mor.	

Company	Rows	Payment/Mo.
RJR	52	\$ 135.20
P.Mor.	51	78.00
B&W	18	42.00
P.Lor.	18	66.00
ATC	17	52.00
L&M	0	- 0 -
	156	\$ 373.20
Total Payment Per Year		\$ 4478.40

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10' Cigarette Carton Fixture, Window/Wall Location Self-Service 10' X 1'



TRUCKSTOPS OF AMERICA  
Plan-O-Gram 10' Cigarette Carton Fixture

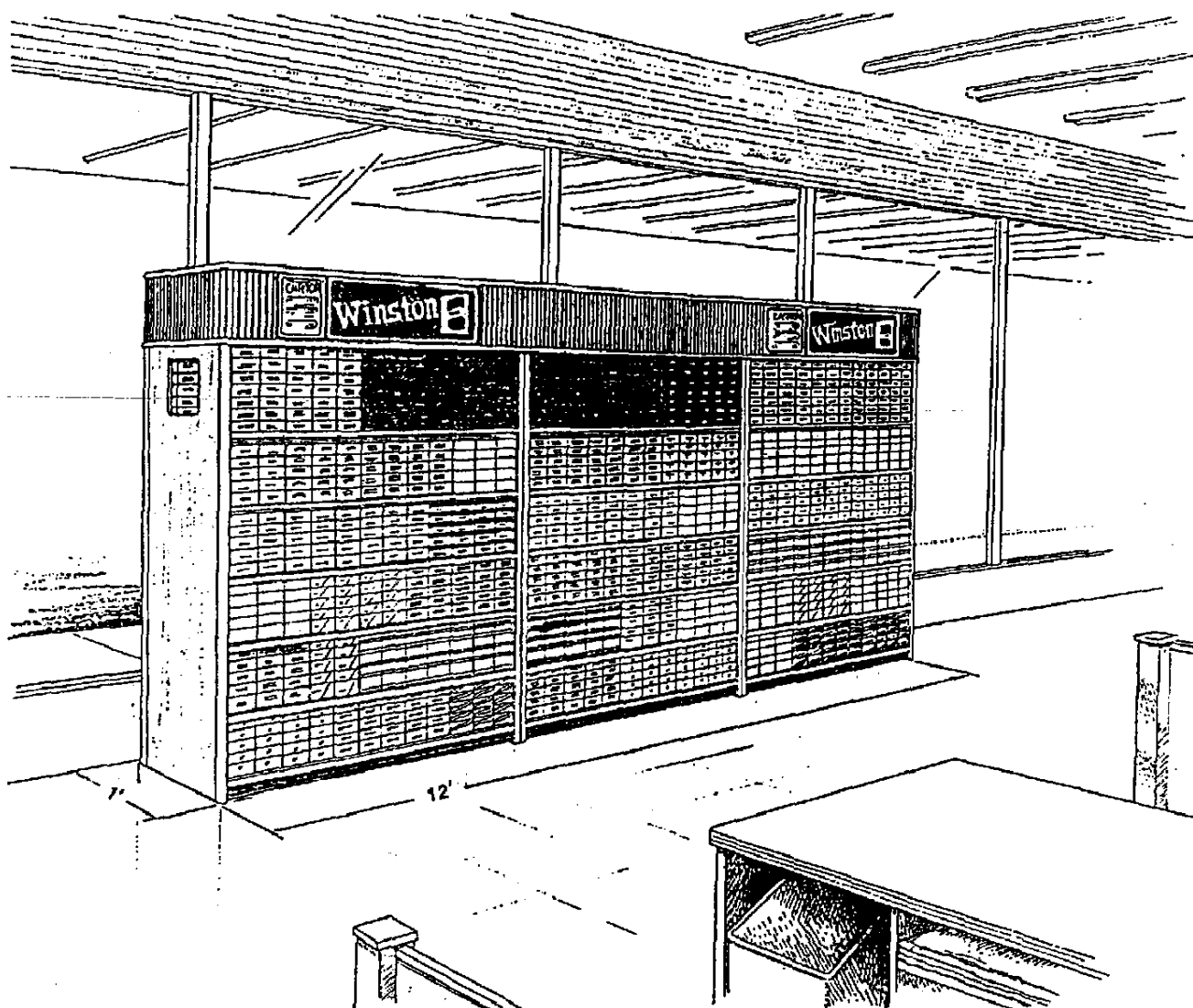


	9 ROWS	9 ROWS	13 ROWS
7 High	RJR	RJR	RJR
5 High	RJR	RJR	RJR
5 High	P.Mor.	B&W	B&W
5 High	P.Mor.	P.Lor.	P.Lor.
5 High	P.Mor.	ATC	ATC
5 High	P.Mor.	P.Mor.	P.Mor. 6 L&M 7

Company	Rows	Payment/Mo.
RJR	62	\$ 161.20
P.Mor.	51	\$ 73.00
B&W	22	\$ 57.00
P.Lor.	22	\$ 86.00
ATC	22	\$ 58.00
L&M	7	\$ 14.00
	186	\$ 449.20
Total Payment Per Year		\$5,390.40

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12' Cigarette Carton Fixture, Window/Wall Location Self-Service 12' X 1'



TRUCKSTOPS OF AMERICA

Plan-O-Gram 12' Cigarette Carton Fixture



	13 ROWS	13 ROWS	13 ROWS
7 High	RJR	RJR	RJR
5 High	RJR	RJR	RJR
5 High	P.Mor.	B&W	B&W
5 High	P.Mor.	P.Lor.	P.Lor.
5 High	P.Mor.	ATC	ATC 6 L&M 7
5 High	P.Mor.	P.Mor.	P.Mor.

Company	Rows	Payment/Mo.
RJR	78	\$ 202.80
P.Mor.	78	\$ 181.00
B&W	26	\$ 78.00
P.Lor.	26	\$ 106.00
ATC	19	\$ 49.00
L&M	7	\$ 14.00
	234	\$ 630.80
Total Payment Per Year		\$7,569.60

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